Nine of these fourteen songs I have put to the test with Community Chorus (about the severest test I know) in Santa Barbara, with people from all over the country, over a period of a year and a half. They became prime favorites and staples in our song work. I taught them by rote. I have constantly been importuned during this time and since by people wanting them in published form. Teachers in the chorus used some of the simpler ones with the children in the public schools with great success.

I might also point out that our relations with Spanish-America are constantly exciting more interest all over the country, making this a peculiarly appropriate time to produce this book.

And in view of my known relation to these Southwest matters, my name on the book may not do it any harm.

I should state that it is the wish of both Mr. Lummis and myself that all fourteen songs should be included in the edition. It requires that many to give an adequate idea of their variety, - and we've got a lot more up our capacious sleeve.

It seems to me that the book should be published at as popular a price as possible consistent with a good profit.

Would you have anything special to suggest as to the cover? I have felt that it should have some simple and striking Southwestern design by someone who understands this Spanish Southwest. I suggested some time ago to Mr. Lummis that one of his artist friends hereabouts (possibly Maynard Dixon, who is also a friend of mine) might make one. I will see if something along this line can be done if you wish.

As regards financial arrangements, I have been receiving 12½% royalty from my last publisher (on list price of course) and am desirous, if it may be, of maintaining this rate. The more so that in the present instance it must be a divided royalty. I should want to be somewhat guarded in the matter of royalty exempt copies. Will you let me know what you would do in these respects?

Please note that for the benefit of the engraver I have underlined with blue pencil all elisions (where two or more syllables come under the same note) which are very frequent in these Spanish songs.

I feel entirely certain that these songs, under the handling that you could give them, would yield a very considerable and a constant return.

May I ask that, if you have occasion to return them, you will kindly do so by express, flat, not prepaid.

Thanking you for your attention to this matter, and hoping to hear from you at an early date, I am

Faithfully yours,

Signed: Arthur Farwell

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LS

Fitzwell to Fischer
Music publisher
Submitting set 7 songs

1703 N. Fair Oaks Ave.
Pasadena, California.
May 3, 1922.

Mr. Walter S. Fischer,
46-54 Cooper Square,
New York.

My Dear Mr. Fischer:

According to my correspondence with Mr. Gustav Saenger I am herewith sending you, by American Railway Express, seven of the fourteen songs of the Spanish-American Southwest which make up the book by Mr. Charles F. Lummis and myself. They represent the first seven in the book as we have planned it, in the numbered order, as follows;

1. La Hamaca (The Hammock)
2. La Barquillera (The Girl and the Wherry)
3. El Cuelele (The White Hawk)
4. La Noche 'sta Serena (Serenade)
5. El Capotin (The Rain Song)
6. Chata Cara de Dule (Bells of the Rosario)
7. Pena Rueca (A Teamster's Song)

I am sending with them separate typewritten copies of the texts, both Spanish and English, with all proper accents, punctuation, etc., to help the engraver check up the manuscript.

The other seven songs are ready and can be sent without delay if you decide to publish the book.

In submitting this material I wish to call your attention to one or two unique and important facts in connection with it.

There is no book like it on the market, and no way that I know of of getting anything comparable with it in any other form. These melodies are highly characteristic and have been selected from among the choicest (both as to words and music) from a collection of over 750 Spanish-American and Mexican songs made by Mr. Lummis. There are certainly no Spanish-American songs extent in which such distinguished and brilliant literary ability has gone into the making of the translations - with Mr. Lummis' sympathetic treatment of colloquial and idiomatic Spanish - to say nothing of the careful editing of the Spanish texts. I have seen nothing but a few very indifferent songs in sheet form, with something worse than indifferent translations.

This book will be a staple, something not often obtained in the music publishing field. There will be a permanent interest in it because of the permanent interest in California (quite apart from the interest in the songs for their own sake.) People are coming to California by the tens of thousands, to live, and the market in California alone would justify the publication of the book. And their interest in the old California of romance is enormous. Also they send back to their friends in the East every manner of evidence of it which they can get.

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